



IDE/GTN Convergence (IGC)

**Pre-Proposal Conference
January 9, 2008**

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Agenda



- IGC Mission Need
- Acquisition Plan
- PWS Change Summary
- Security Highlights
- Acquisition Overview



Mission Need - Vision



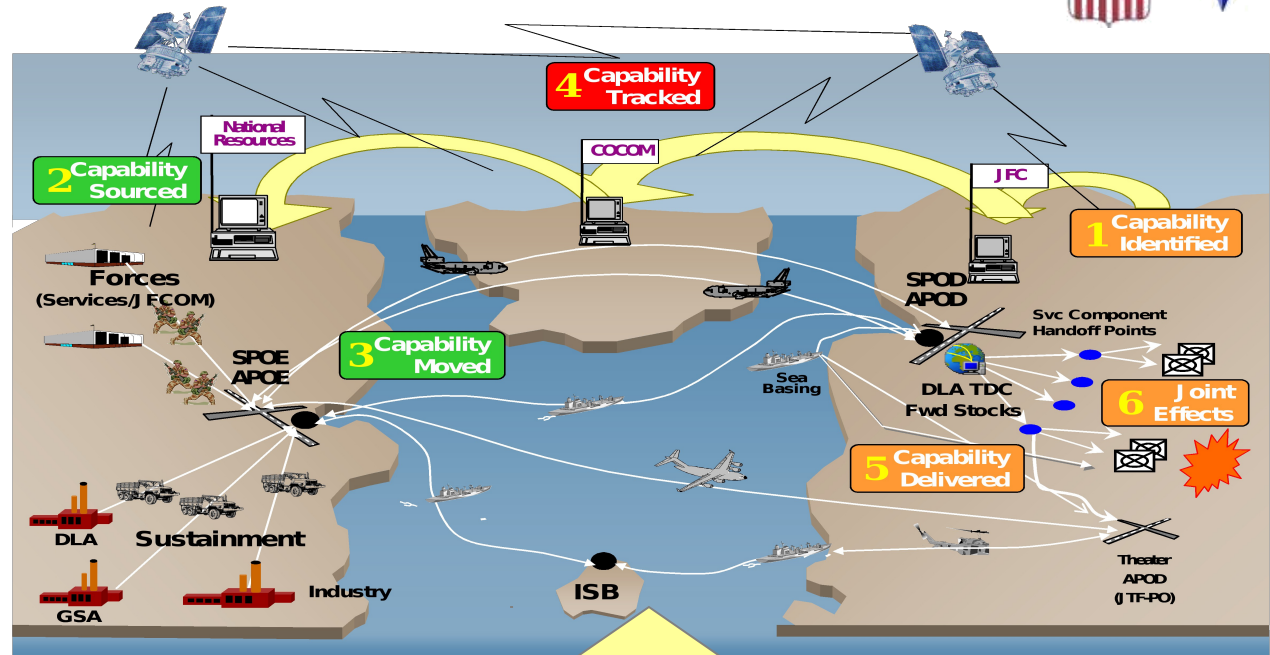
Vision: Provide common integrated data and application services enabling cohesive distribution solutions for the DoD

Enables:

- Common logistics picture
- Distribution visibility
- Material asset & in-transit visibility

Benefits:

- Enhanced delivery of forces & sustainment
- Improved situational understanding
- Near real-time Enterprise Access to logistics and transportation data
- Improved trust and confidence



IDE / GTN Convergence

Unity Of Effort

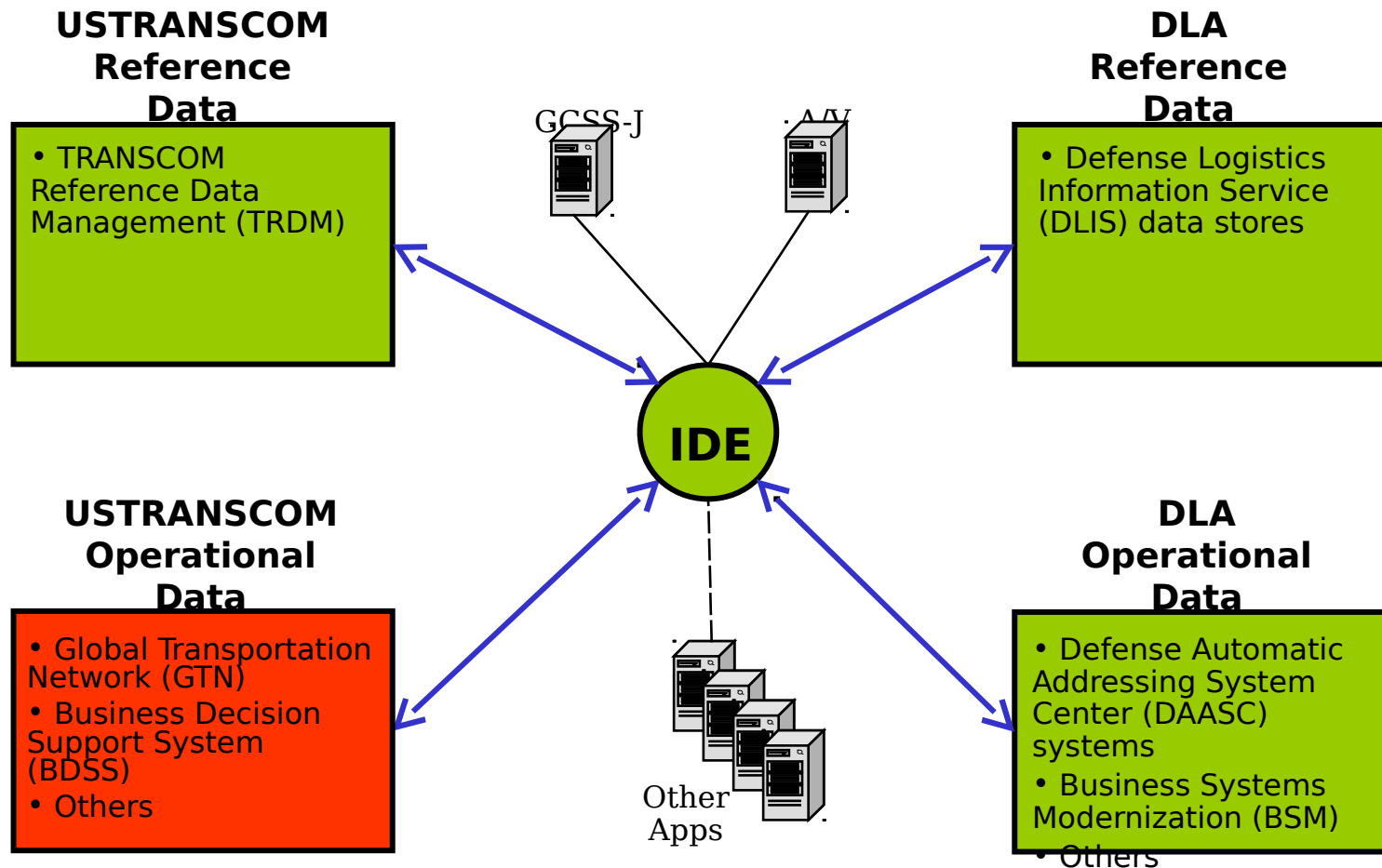


• Business Application Tools
 • Logistics Visibility
 • Transportation C² and ITV Services





Mission Need - Specific Problem



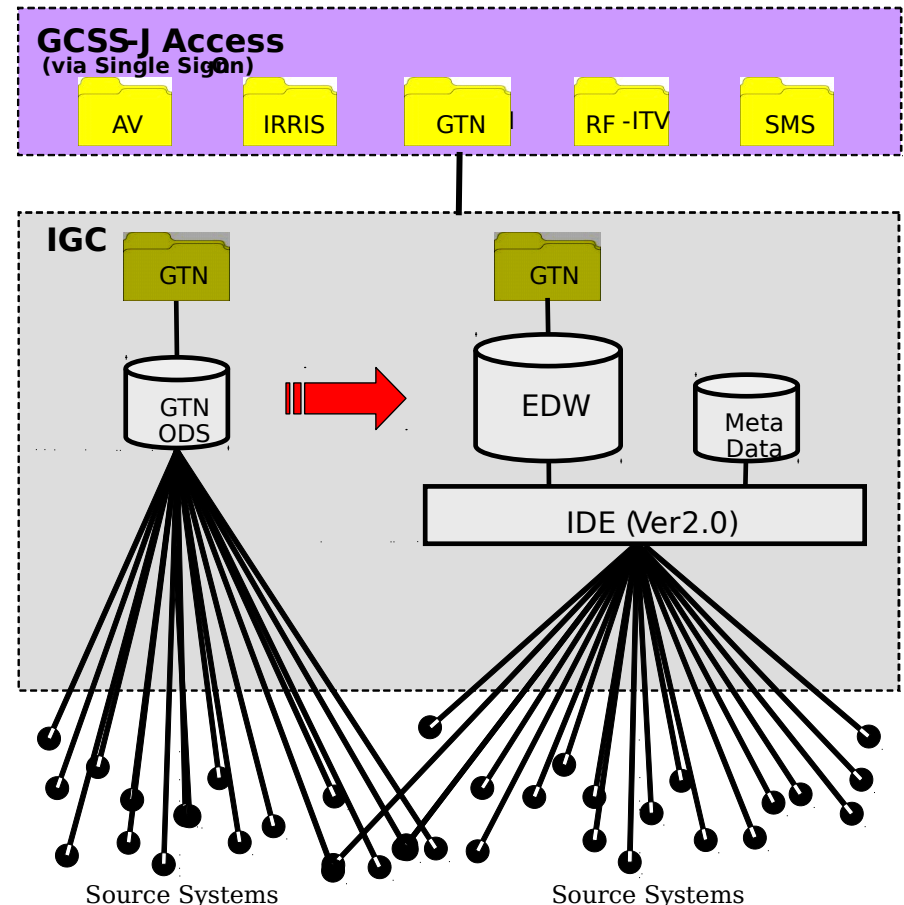
- Core Constraint: GTN cannot provide access to “detail” data
- Core Constraint: GTN does not have an Enterprise Data Warehouse
- Core Constraint: GTN enhancements/upgrades must be backwards compatible



Mission Need - Specific Goals



- **Retire the existing GTN operational data store** via separation of data from application and convergence with the IDE without disruption to the mission critical systems that currently rely upon GTN for data.
- **Migrate existing GTN and new front-end user capabilities into a Single Sign-On environment utilizing the Global Combat Support System - Joint (GCSS-J)**
- **Provide the DoD access to integrated data required for decision support from DLA and USTRANSCOM systems from a single place.** Initial scope is the data from systems required to retire the legacy GTN data store.
- **Provide timely access to historical data** by creating an automated infrastructure to capture and broker up to five years of historical information
- **Improve data quality by providing quantitative measurement reports** of data quality to authorized users. Provide a mechanism for functional users to directly compare quality of data in the IGC environment to source systems

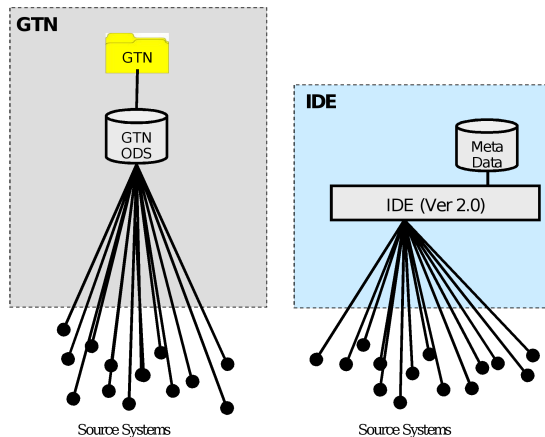




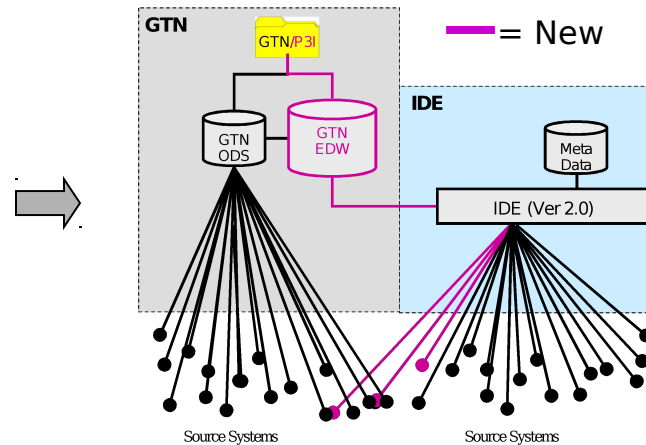
Mission Need - Before & After

- IGC allows GTN's Enterprise Data Warehousing capability and the capability deliveries of the IDE to be managed by a single Program Manager. Funding from one command does NOT augment the funding of the other command's program; efficiencies are a result of utilizing services rather than "building our own."
- IGC is a change in the way that DLA and USTRANSCOM manage, contract for, sustain, and implement improvements to GTN and IDE infrastructure. The legacy components of GTN will be retired, while the newer ones (e.g., its new Enterprise Data Warehouse) will be used in conjunction with services provided by the IDE to replace the existing capabilities of GTN, as well as, create new ones.

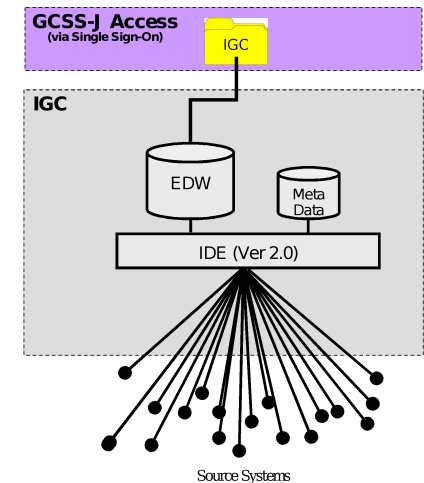
Before



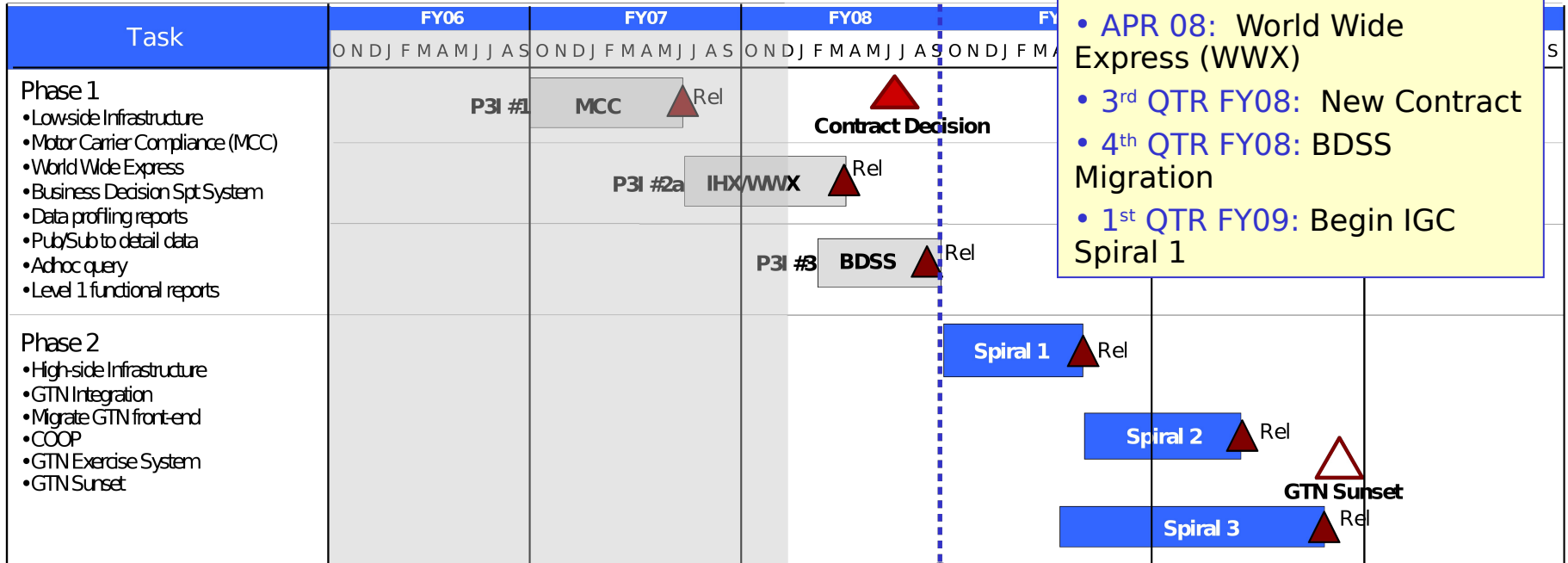
P3I (Now)



IGC End State



Mission Need - Current Status



Near Term Milestones:

- APR 08: World Wide Express (WWX)
- 3rd QTR FY08: New Contract
- 4th QTR FY08: BDSS Migration
- 1st QTR FY09: Begin IGC Spiral 1

BDSS – Business Decision Support System
 MCC – Motor Carrier Compliance
 IHX/WWX – International Heavyweight Express / World Wide Express



Mission Need - Other

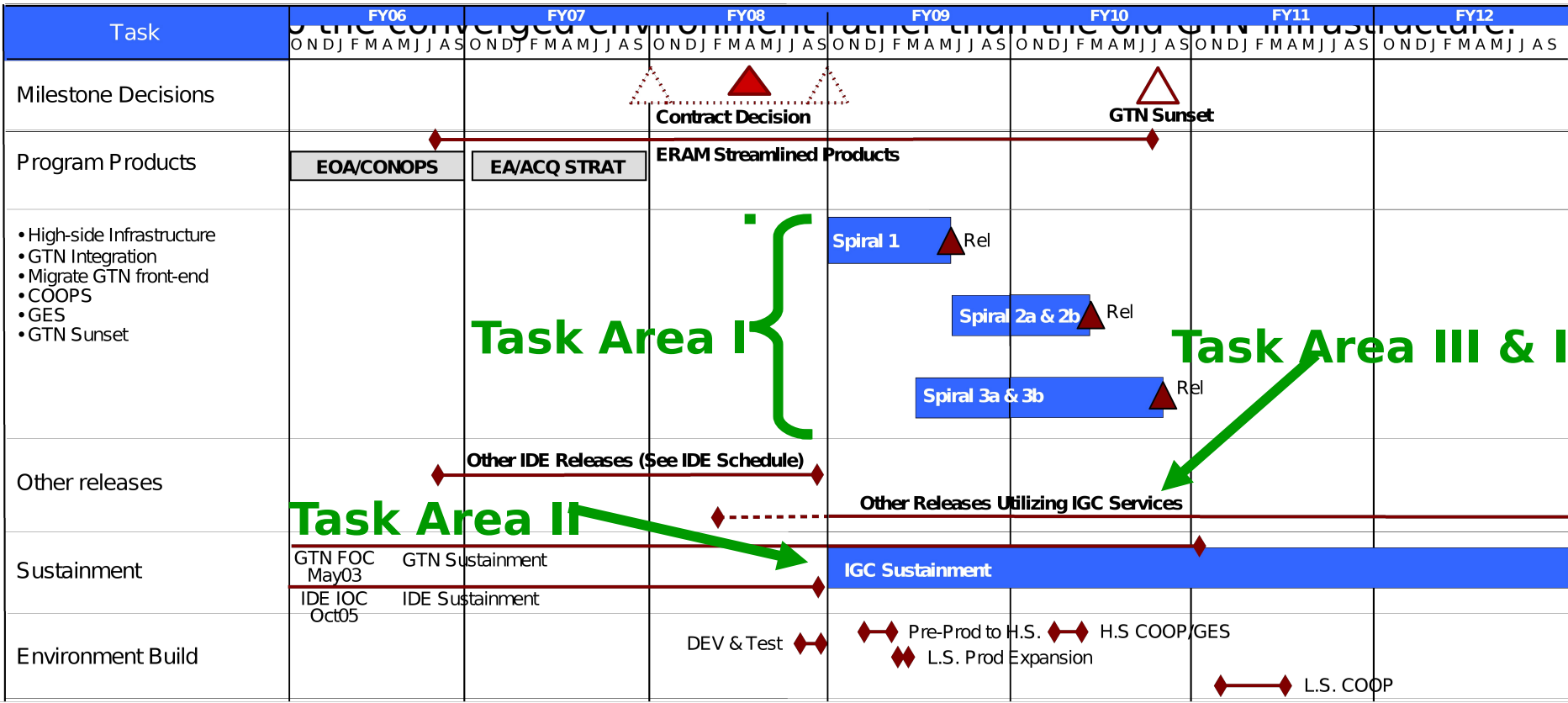


- **Customer Stakeholders:** USTRANSCOM, J-31, JS J4, DLA J-6
- **IV&V** - Planned to be included in a separate contract let by USTRANSCOM
- **Objectives:** Retire legacy GTN system, Provide net-centric access to data for decision support from across the USTRANSCOM / DLA landscape from one place



Description Of Program - Acquisition Plan

The IGC implementation plan has been refined into an overarching program schedule which sunsets legacy GTN components in FY10. The plan is synchronized with guidance from the USTRANSCOM Distribution Portfolio Manager (DPfM), DLA PEO, and USTRANSCOM DPEO and is comprised of multiple spirals to leverage planned IDE enhancements, synchronize with several other USTRANSCOM / Distribution Process Owner (DPO) / Joint development initiatives, and inject



of the converged environment rather than the old GTN infrastructure.

Task Area I (Spiral 1, Spiral 2a & 2b, Spiral 3a & 3b)

Task Area II (Other IDE Releases, Other Releases Utilizing IGC Services)

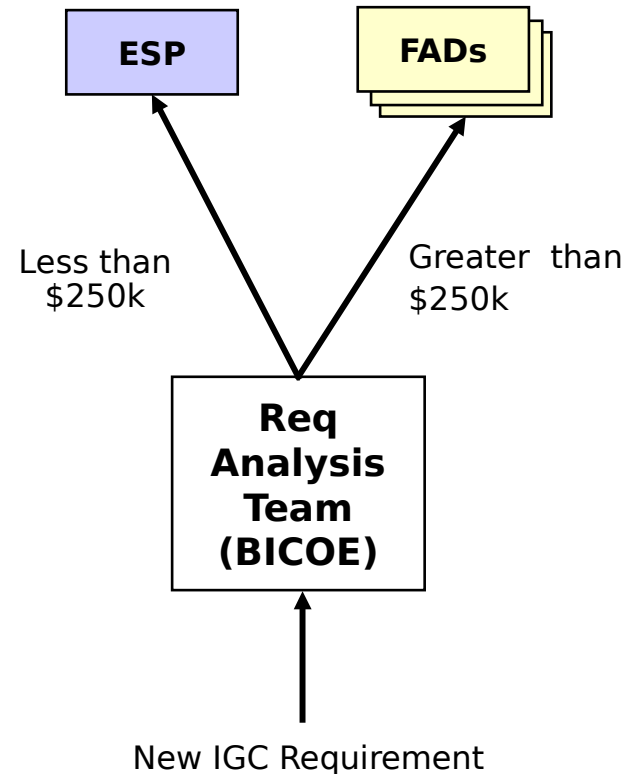
Task Area III & IV (Sustainment, Environment Build)



When Do FADS Compete For Work?

- Task Area III Applies to ALL “back-end” application development work beyond the scope of requirements documents (CPD) & “front-end” work under \$250K.
- Task Area IV Applies to “front-end” application development work greater than \$250K beyond the scope of requirements documents (CPD).
- **FADS compete when front-end development work associated with a new task:**

- has government cost estimate greater than \$250K
- has a government cost estimate less than \$250K, but the ESP proposes price that significantly exceeds government estimate
- has a government cost estimate less than \$250K, but ESP cannot accommodate government



BICOE - Business Information Center Of Excellence
 ESP - Enterprise Service Provider
 FAD - Front-End Application Developer

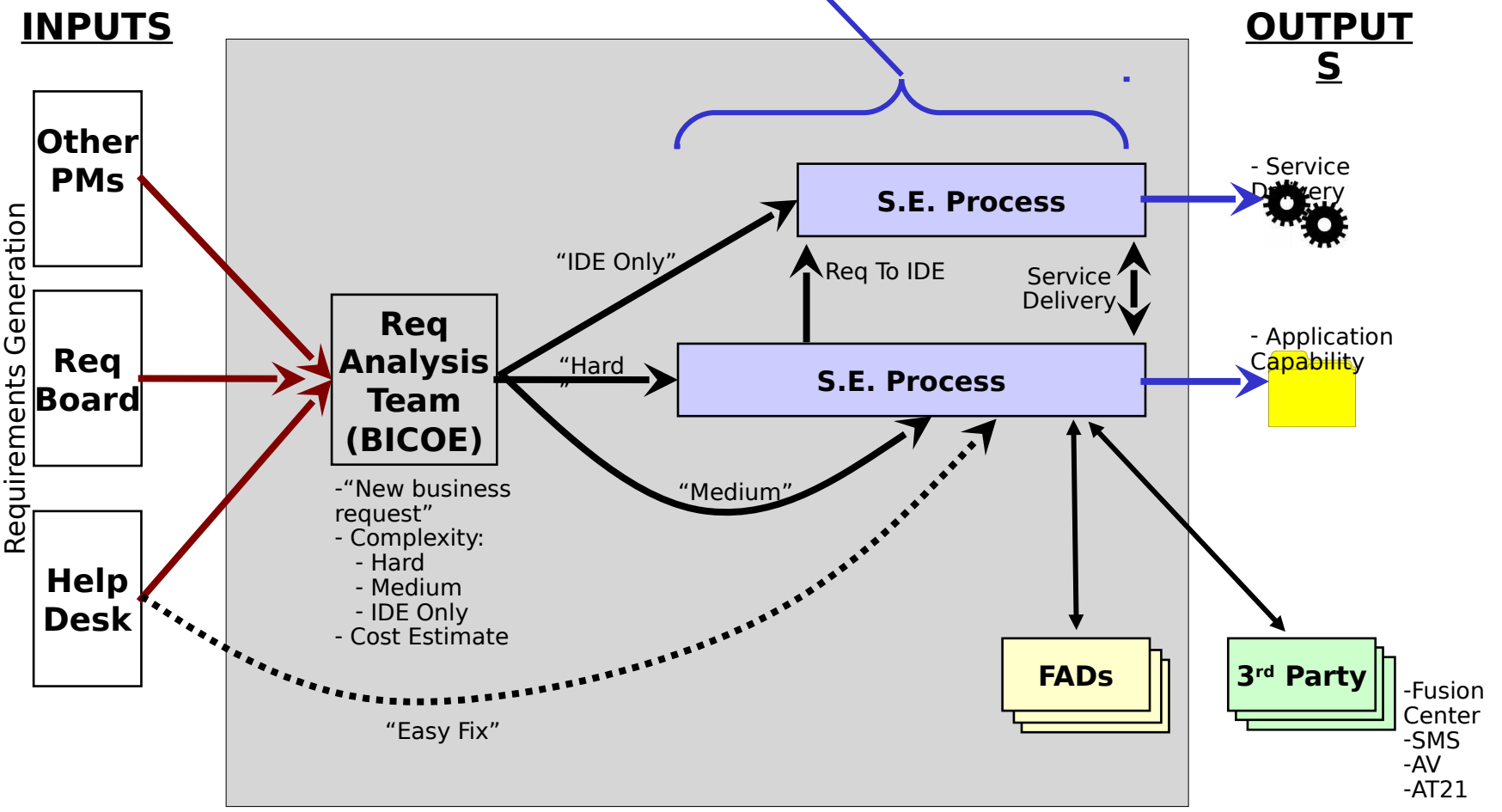
Schedule of it is in the government's best interest to compete





Before & After

The ESP is responsible for IDE and EDW engineering synchronization, configuration management, data integration, sustainment, financial tracking.





High-Level PWS Change Summary (So Far)

- Refer throughout to “BPA” vs. “Contract”
- Provided a fully populated Appendix D - Contract Deliverables Templates (formerly Appendix I)
- Removed the Rapid Development Team (RDT)
- Clarified the relationship between the ESP and third-party developers
- Provided clarification regarding roles - ESP Lead, FAD Lead, teaming partner, and subcontractor
- Removed paragraph 2.3.1 requirement relating to JCIDS
- Added paragraph 2.3.2 requirement for ESP to maintain the IGC Architecture, update the architecture in response to system changes, develop a schedule for updating DODAF products, and support compliance reviews for compliance with the DoD Business Enterprise Architecture
- Consolidated Contractors’ performance objectives and metrics into 2.3, System Engineering and Integration Management
- Added requirements regarding Contractor furnished equipment to including a requirement that equipment be configured to meet the security requirements defined in RFQ Section 5
- Additional text regarding Section 508 Contractor requirements
- Additional requirement for Contractor to develop high-level training plans to be extended and leveraged throughout the lifecycle of the Spiral





High-Level PWS Change Summary (So Far)

- **Added architectural products (OV, AV, SV and TV) to the list of deliverables due at CDR**
- **Rearranged test related events in 2.4.4, Build Phase, and 2.4.5, Test Phase**
- **Added ESP requirement for delivery of a separate ReqPro requirements management instance for use by the J-FRB**
- **Added tools to the list of IGC Application Software**
- **Adjusted Spiral 2 begin date to July 2009**
- **Removed PowerTrack from Spiral 1**
- **Modified from 2 to 3 the number of exercise scenarios simultaneously supported by IES**
- **Added requirement for the ESP to propose a solution that satisfies IES capabilities that allow for the sunset of the legacy GTN Exercise System**
- **Clarified ESP requirements regarding the responsibility for transitioning and sustaining both FAD and third-party developer applications**
- **Removed specific reference to Digital Data Link**
- **Simplified the explanation of the role of FADs under Task Area by stating “Task Orders for front-end application development under Task Area IV will be competed among these Contractors.”**
- **Edited paragraph 2.8.2, Task Order Management, for clarification**





Contractor Security Requirements

- **IGC is a Classified Contract**
 - DD Form 254, DoD Contract Security Classification Specification establish security clearance and access requirements
 - Level of Safeguards required is SECRET
 - DoD 5220.22-M NISPOM is source for these requirements
 - Additional security requirements are defined in RFQ Section 5
- **Information Assurance (IA)**
 - PWS paragraph 2.3.4 and RFQ Section 5 define IA requirements
 - IA requirements include additional requirements for security investigations and access (IT Levels) beyond those defined for classified access (DD Form 254)
 - DoD Instruction 8500.2, IA Implementation is source for these requirements
- **RFQ Section 5**
 - Access to Government Computers and Networks
 - Remote Access to Government Networks using CFE
 - Access Requests and Training
 - Common Access Cards and Tokens
 - Access to Government Facilities and Visit Requests
- **Personnel Must Posses Clearances and Investigations Prior to Contract Assignment**
 - Failure to meet clearance or personnel investigation requirements is NOT valid excuse for performance delays



Other



- DPO Executive Board is overall responsible for Governance
 - Directed GTN P3I; Oct 2006
 - ERAM Test Case
- ACAT III program
- PEO is Mr. Dave Falvey; DLA J-6
- DPEO is Ms. Virginia Williamson, USTC Deputy J-6



IGC Summary



- Leverages existing investment; integrates the components from individual programs of record into a comprehensive capability
- Incremental, evolutionary (no big-bang)
- Formalizes a relationship (DLA & USTRANSCOM) that is a “natural act” (supply + transportation = distribution)
- Mitigates adverse effects of fragmented and missing data
- Open architecture of modular, interoperable, components
- Reusable services (eliminates redundant interfaces)
- Net-centric
- Best of breed approach (but, very organized ... not a bunch of puzzle pieces scattered about)
- Accommodates changing technology (COTS) and requirements





IGC

Acquisition Overview

January 09, 2008

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DSCO- Philadelphia



Acquisition Approach

- Key Features
- Performance Measures and Metrics
- Implementation Schedule
- Use of GSA Federal Supply Schedules
- Contractor Teaming Arrangements
- Requirements for Small Business Participation
- Pricing
- Request for Quotation (RFQ)
- Key Dates



Acquisition Key Features

- RFQ includes four separate task areas
- One award will be made for:
 - Task Area 1: IGC Core Services
 - Task Area 2: Sustainment Services
 - Task Area 3: Extended Core Services
- Multiple awards will be made for Task Area 4, Front-End Application Development
- Acquisition to support DLA/USTRANSCOM over 5 Years
 - Blanket Purchase Awards (BPA's) based on GSA FSSs
 - Separately funded task orders issued against BPAs
 - BPA reviewed annually to ensure best interest to Government
 - Anticipate performance period: June 2008 through June 2013
 - Firm Fixed Price Performance Based and Labor Hour Task Orders (as appropriate)



Acquisition Key Features

- Performance-Based Service awards
 - RFQ states firms must have the ability to provide performance standards, acceptable quality levels, and incentive plan consistent with the Key Performance Requirements
- Open communications between Government and Industry
 - Q&A Website: <http://www.dla.mil/j-6/IGC.asp>
 - IDE/GTN P3I Documentation access provided to competitors via the secured Reading Room. Access granted by KO.
 - Two Industry Day Meetings held. All information pertaining to these Industry Days located on website above.



Implementation Schedule

-
- Anticipated Award Date
 - Transition/Ramp-Up
 - Full Performance
- JUN 08
 - 01 JUL 08 – 30 SEP 08
 - 01 OCT 08



GSA Federal Supply Schedules

- Meets FAR part 8.4 and DFARS 208.404-70
- All Team members must hold active GSA Information Technology Federal Supply Schedules
- All services and supplies delivered under resultant awards must be priced IAW GSA FSS pricing, with applicable discounts
- Fixed-price performance incentives and discounted labor rates encouraged
- Proposals must demonstrate how the proposed prices are based on Schedule pricing, with applicable discounts



Teaming Arrangements

- Contractor Team Lead
 - Coordinate the submission of proposal
 - Coordinate & oversee all task orders issued
 - Responsible for overall performance, timeliness and quality of services/deliverables
- Teaming Partners
 - Direct task orders to small business team partners
 - Proposals based on current GSA schedules
- Subcontractors
 - Work on behalf of Team Lead under Team Lead's FSS

**Leverage
Industry
Capabilities**



Small Business Participation

Meaningful Achievement of Socioeconomic Goals

- At least 30% of the total proposed price must be allocated to at least 3 of 4 small businesses categories.
 - 5% to Small Disadvantaged (8a) Business Concerns
 - 5% to Women Owned Small Business Concerns
 - 5% to Veteran-Owned, Service-Disabled Small Business Concerns
 - 3% to Historically Underutilized Business (HUB) Zone SB concerns
 - Remaining 15 or 17% to any small business concern
- Failure to meet 30% requirement makes proposal unacceptable
- Separate orders placed directly with small business partners
 - Small business teaming partner must hold current GSA FSS
 - Small business sub-contractors not included in 30% requirement
- Team Lead is responsible for all performance



Pricing Overview

- Proposals will include fixed price performance-based pricing for defined tasks based on GSA labor categories and rates (with discounts). These negotiated rates will also be utilized as the basis for subsequent tasks.
- RFQ includes ROMS for undefined tasks that will be used for evaluation and will establish labor rates to be used in subsequent task orders.
- Task order pricing will be related to specific task . Proposed Incentives related to Performance
- Price proposal for Task I, Spiral 1 must include a breakdown of price showing all FSS line items (e.g., labor categories / rates) used to develop pricing and performance standards (as detailed in Sec 4.5.3 of RFQ) with related pricing
- Proposal must detail Small Business Teaming Partners' Efforts



Pricing Overview

- For Task Area I:
 - Spiral 1: Use vendor Federal Supply Schedule (FSS) labor categories & rates (a detailed price proposal) (FFP)
 - Spirals 2 & 3: Map your FSS labor categories to the Government provided labor categories, only; then use your appropriate FSS rates (ROMs)
- For Task Area II: Use vendor Federal Supply Schedule (FSS) labor categories & rates (FFP)
- For Task Areas III & IV: Map your FSS labor categories to the Government provided labor categories, only; then use your appropriate FSS rates (ROMs)

NOTE: ROMs are for evaluation purposes, only.



RFQ Contents

- Section 1 – General Information
- Section 2 – Statement of Work
- Section 3 – Evaluation Factors
- Section 4 – Proposal Instructions
- Section 5 – Security Requirements
- Addenda and Appendices



RFQ Section 1

General Information

- Introduction, Background, RFQ Organization and Addenda
- Use of the GSA Schedules
- Contractor Team Arrangements
 - Support Socioeconomic Programs
 - Pricing, Performance Period, BPA
- Additional Provisions: ADR, Key Personnel, Confidentiality requirements
- Acquisition Schedule, POCs, Offer Delivery Instructions
- Pre-proposal Meeting



RFQ Section 2

Performance Work Statement (PWS)

- Introduction
- Contract Scope
- Management and Integration
- System Engineering Methodology
- Description of Task Areas I-IV
- Government Furnished Resources and Logistics Considerations
- FAR/DFARS Clauses Incorporated by Reference



RFQ Sections 3 & 4

Evaluation Factors and Award Process

Basis for Award

- Award to the responsible Contractor whose proposal is determined to be the most advantageous to the Government
- Seek highest technical quality at a realistic and reasonable price
- Trade-off Process: technical merit is significantly more important than price
 - As technical merit becomes more equal, price more important
- Proposal must demonstrate ability to successfully accomplish the PWS consistent with the performance and technical parameters
- 4 Parts: Executive Summary, Technical Proposal, Business Proposal, and Oral Presentation



RFQ Sections 3 & 4

Summary of Evaluation Factors

- **Technical Factors (Task Areas I-III)**
 - **Technical Approach**
 - Systems Engineering Approach
 - Development Strategy
 - Testing Strategy
 - Deployment Strategy
 - Sustainment Approach
 - **Management Approach**
 - Management & Integration Strategy
 - Information Assurance and Security Approach
 - Transition, Configuration Management and Training Strategy
 - Key Personnel
 - **Corporate Experience and Past Performance**
 - **Business Proposal**
 - Line Item Pricing
 - Performance Standards/Incentives
- **Technical Factors are significantly more important than price**

**Best Value
Source Selection**



RFQ Sections 3 & 4

Summary of Evaluation Factors

**Best Value
Source Selection**

- **Technical Factors (Task Area IV - FAD-BPA's)**
 - **Technical Approach**
 - Systems Engineering Approach
 - Development Strategy
 - Testing Strategy
 - **Management Approach**
 - Management & Integration Strategy
 - Information Assurance and Security Approach
 - Key Personnel
 - **Corporate Experience and Past Performance**
 - **Business Proposal**
 - Line Item Pricing
 - Performance Standards/Incentives
- **Technical Factors are significantly more important than price**



RFQ Sections 3 & 4

Volume 1 - Executive Summary

- Cover Letter
 - Identify Vendor
 - Team Arrangement
 - Authorized Negotiators
- Executive Summary
 - Identify and highlight significant features
 - No price-related information
 - Address RFQ exceptions and provide alternatives/solutions



RFQ Sections 3 & 4

Volume 2 - Technical Proposal

1. Technical Approach

- Systems Engineering Approach
- Development Strategy
- Testing Strategy
- Deployment Strategy

**All Subfactors of
Equal Importance**

**Evaluate Vendor approach
to PWS performance**

**Technical Approach more important
than Mgt. Approach, which is more important
than Corp. Exp. And Past Performance.**

2. Management Approach

- Management and Integration Strategy
- Information Assurance and Security Approach
- Transition, Configuration Management and Training Strategy
- Key Personnel

3. Corp. Experience/Past Performance



RFQ Sections 3 & 4

Volume 3 - Business Proposal

Price commensurate with Levels of Risk and Performance

- Pricing in accordance with FSS pricing, with applicable discounts
- Ensure pricing is complete, fair, realistic, and reasonable
- Ensure 30% allocation to Small Business Teaming Partners
- 5 Year Performance Period
 - Establish fixed labor rates and labor categories, primarily for Task Areas III and IV.
 - Establish fixed price, primarily for portions of Task Area I and II.
- Performance payments tied to Performance Metrics



RFQ Sections 3 & 4

Volume 3 - Business Proposal

- Fixed-price performance-based task orders against BPA
 - Payment earned through successful performance
 - Fixed price component plus performance incentive equals 100% performance payment
- Performance standards include schedule performance and other measures that directly support performance
- Price proposal for each task area includes breakdown of price showing all FSS line items (e.g., labor, travel, etc.) used to develop pricing with applicable discounts
- Detail Small Business Teaming Partners' efforts/pricing
- Vendor must clearly demonstrate the total/detailed pricing in relation to the FSSs, technical proposal, and the ROM.



RFQ Sections 3 & 4

Volume IV - Oral Presentation

- **Helps the Technical Evaluators understand the vendor team's approach in relation to the Government's requirements.**
- **3 hour presentation to cover topics in technical & business proposals.**
- **Written proposal considered primary source if there are inconsistencies between written and oral presentation.**
- **Proposed Program Manager must conduct presentation, with support from other Key Personnel.**
- **Individual who signed proposal must be present or have clearly delegated responsibility to the person present at the oral presentation**
- **Shall serve as an enhancement to the written proposals submitted and be considered when evaluating management approach and corporate experience/past performance.**



Gov't ROM

- **Task Area # ROM:**
- **Government Rough Order of Magnitude:**

- Labor Category	Estimated Hours	GSA Rate
Total Disc. Rt. Total		
- Systems Engineer	257	
- Software Engineer	1080	
- Functional Business	425	
- Project Manager	732	
- Senior Systems En	1499	
- Senior Systems Anal	1276	
- Subject Matter Expert	378	
- Principal Engineer	425	
- Client Financial Mgmt	120	
- ROM Total	6192	
»		Total GSA Price
Total Discounted Rate Price		



RFQ Section 5

Security Requirements

- Summarize DLA and DoD IA Policy
- Certification and Accreditation Requirements
 - IT-1, Critical Sensitive
 - IT-2, Non-Critical Sensitive
 - IT-3, Non-Sensitive
- Personnel: Clearances, Documentation



RFQ Addenda

- Key Personnel Qualifications
- Resume Template
- Past Performance Template
- Pricing Schedule Template
 - Task Area I (Spirals 2&3) To be provided.
 - Task Area III - Notional Task w/ ROM*
 - Task Area IV - Notional Task w/ ROM

* Rough Order of Magnitude (ROM)



Key Personnel Qualifications

- The 10 key personnel called-out in Addendum A are required to be identified.
- Clarification:
 - We will update the RFQ to convey “labor categories” rather than “key labor categories”.
 - The only references to right of refusal will apply to the 10 “key personnel”.



RFQ Appendix

- Appendix A - Acronym List
- Appendix B - List of References
- Appendix C - IGC Program Products
- Appendix D - List of Contract Deliverables



Key Dates

- Issued RFQ 02 JAN 08
- Pre-Proposal Conference 09 JAN 08
- Close RFQ 15 FEB 08
- Oral Presentations 20-22 FEB 08
- Award Contract 19 JUN 08
- Transition/Ramp-Up 01 JUL-30 SEP 08
- Full Performance 01 OCT 08